

Message Text

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ACTION EB-08

INFO OCT-01 EA-10 ISO-00 AID-05 CIAE-00 FRB-03 INR-10

NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03 SP-02

LAB-04 SIL-01 OMB-01 EUR-12 /068 W

-----098731 230745Z /10

P 230726Z MAR 78

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC PRIORITY 17

INFO USDOC WASHDC PRIORITY

AMEMBASSY MANILA PRIORITY

C O N F I D E N T I A L SEOUL 2345

PASS USADB, TREASURY, AID AND NATIONAL BUREAU OF STANDARDS

E.O. 11652: GDS

TAGS: BENC, BEXP, EFIN, KS

SUBJ: MAJOR PROJECT: INDUSTRIAL INDUSTRIAL PROJECTS INSPECTION
CENTERS

REF: A) 77 SEOUL 9453, B) 77 SEOUL 4016, C) 76 SEOUL 8734

1. EMBASSY REP HAS JUST LEARNED THAT NIRI (NATIONAL INDUSTRIAL RESEARCH INSTITUTE) WILL FORWARD TO ADB THE NAME OF GE-TEMCO AS FIRST NEGOTIATOR FOR ITS INDUSTRIAL TESTING LABORATORY EXPANSION PROJECT. AUSTRALIAN AND UK COMPETITORS WILL OCCUPY SECOND AND THIRD POSITIONS. UPON RECEIPT OF ADB CONCURRENCE, IT WILL BE VIRTUALLY CERTAIN THAT GE-TEMCO WILL BE AWARDED THE PROJECT.

2. IN REVIEWING THE ROCKY COURSE OF THIS PROJECT THROUGH THE NUMEROUS CABLES WHICH FOLLOWED THE ORIGINAL NOVEMBER 1976 ALERT REPORT (REFTEL C) TO DATE, THERE EMERGES A CLASSIC EXAMPLE OF THE EFFORT REQUIRED TO BRING HOME MAJOR PROJECTS. THROUGH PERSISTENT FOLLOW UP AND SUPPORTED BY USADB AND INTERDEPARTMENTAL TEAMWORK WITH INTERESTED US FIRMS, MR KIM
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YOUNG HIE (FSL-2/10) OF THIS EMBASSY CAPTURED THIS PROJECT FROM FOREIGN COMPETITORS ENJOYING WHAT SEEMED TO BE THE SPECIAL FAVOR OF ADB STAFF. DEPARTMENT MAY WISH TO CONSIDER SANITIZING THE RECORD AND USING IT IN BASIC ECON/COMMERCIAL OFFICER TRAINING. THE MODUS OPERANDI EMPLOYED IS THIS EMBASSY'S GENERAL APPROACH TO ALL MAJOR PROJECTS.

3. REFTEL (B), WHICH IS A DETAILED DESCRIPTION OF THE ATMOSPHERICS SURROUNDING APPARENT ADB STAFF EFFORTS TO STEER ROKG AWAY FROM US SOURCES, SETS OUT THE PARAMETERS WITHIN WHICH THE EMBASSY OPERATED. SUBSEQUENT LOU AND UNCLASSIFIED CABLES REFLECT SUCCESSFUL ENCOURAGEMENT OF NIRI TO INTRODUCE A NUMBER OF US POTENTIAL BIDDERS TO SHORT LIST AND EMBASSY'S ABILITY TO GAIN THEM ADDITIONAL TIME TO PRESENT PROPOSALS. EMBASSY REPS ALSO ASSISTED AND ADVISED GE-TEMCO REPRESENTATIVE IN HIW OWN FOLLOW UP CONTACTS WITH NIRI AFTER PRESENTING HIS FIRM'S PROPOSAL.

4. FOREGOING IS A RESPONSE TO ORAL REQUEST BY USDOC MEPD OFFICIAL TO EMBOFF IN JAN 1978 TO DOCUMENT TYPICAL MAJOR PROJECT AND/OR US BUSINESS VISITOR HANDLING BY EMBASSY SEOUL. SNEIDER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: INDUSTRIAL DEVELOPMENT, PROGRAMS (PROJECTS), LABORATORIES
Control Number: n/a
Copy: SINGLE
Draft Date: 23 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978SEOUL02345
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780127-1057
Format: TEL
From: SEOUL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780332/aaaabals.tel
Line Count: 77
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 21b7d7be-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 77 SEOUL 9453, 77 SEOUL 4016, 76 SEOUL 8734
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 13 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3224337
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: INDUSTRIAL INDUSTRIAL PROJECTS INSPECTION CENTERS
TAGS: BENC, BEXP, EFIN, KS
To: STATE
Type: TE
vdkgvwkey: odbs://SAS/SAS.dbo.SAS_Docs/21b7d7be-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
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20 Mar 2014
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